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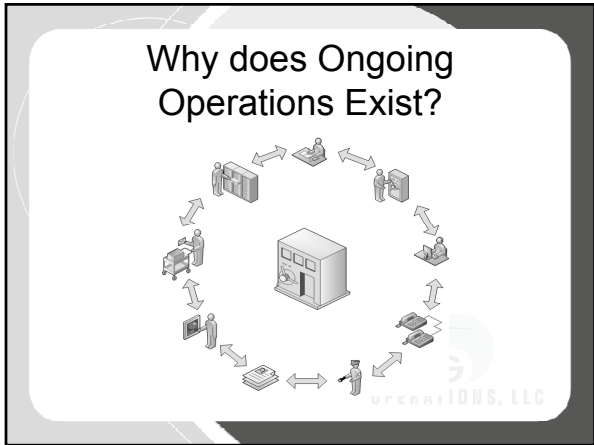
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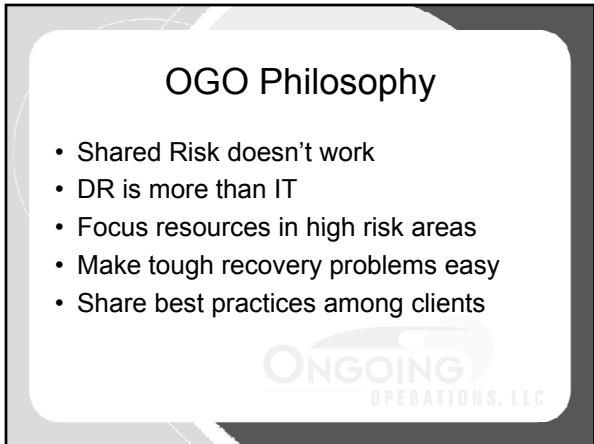
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### Background

2005	2006	2007	2008
<ul style="list-style-type: none"> <li>Launched Company</li> </ul>	<ul style="list-style-type: none"> <li>Opened Maryland DRC</li> <li>Added 20 clients</li> <li>Hired first employees</li> </ul>	<ul style="list-style-type: none"> <li>Bought 2 Recover</li> <li>Added 40 clients</li> <li>Added 7 employees</li> <li>11 new owners</li> <li>Opened Oregon DRC</li> </ul>	<ul style="list-style-type: none"> <li>7 new employees</li> <li>Added 60 clients</li> <li>Opened Colorado DRC</li> <li>Launched BCA</li> <li><b>4 Clients Declare Disaster</b></li> </ul>

OPERATIONS, LLC

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### Experience

- 100+ clients
- 4 clients declared in Gustav
- Weekly testing of critical components
- 16 Billion Dollar+ Financial Institutions use services
- Extensive Financial Services industry knowledge
  - Lots of former Financial Services Management (IT)
  - Non-FI industry expertise (networking, bcp, replication technology, etc.)

ONGOING OPERATIONS, LLC

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### Business Continuity Program

Process & Procedure	Hardware	Data	Datacomm	People
BIA	CORE	Tape	T1	Mobile
BCP	Third Party	Data vaulting	VPN	Work space
Tabletop			MPLS	Call Center
Plan Review				
Testing				

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## What is the BCA?

- ✓ How many here have failover servers for business continuity or disaster recovery?
- ✓ Instant virtualization layer allows complete server restore within about 10 minutes
- ✓ Effortlessly performs bare metal restores to dissimilar hardware
  - Easy fallback to replacement hardware
- ✓ 15 minute incremental backups
- ✓ Security -256 AES Encryption




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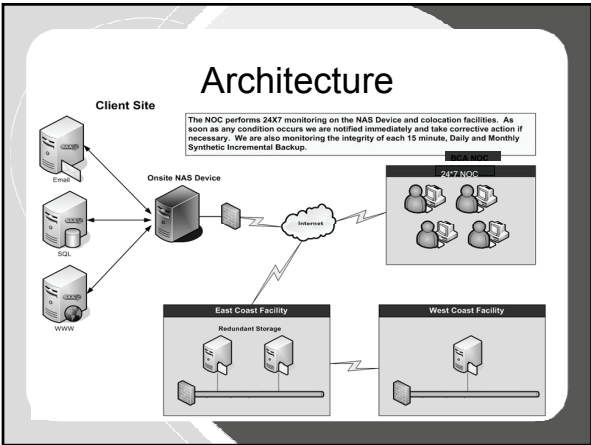
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## Key Functionality

- Local and Offsite Data
- Replacement hardware for Disaster Recovery
- Parallel, Test Virtual Server
  - Extensive options to test the validity of the DR process
  - Testing patches, software before rollout on production servers
  - Running one-time operations (e.g. audits, heavy reporting) without replication and the need for dedicated hardware and long drawn administration operations
  - File integrity testing




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## Key Functionality

**The Business Continuity Appliance offers unique features:**

Block level transfer for more efficient, reliable backups

- Incremental backups every 15 minutes for more frequent recovery point objectives
- Total server backup preserves OS and applications, not just data
- Automatic and non-disruptive with no backup windows needed

When a disaster happens, the BCA enables the rapid creation of a virtual server to provide recovery time objectives as short as fifteen minutes. This quick failover allows key business functions to remain intact while diagnosing the problem and determining the next step.

Failed Server Running in Virtual Environment

OGO - Hot Site

Redundant Storage

Backups up to every 15 minutes

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## Architecture

**Bare-Metal Restore (Virtual to Physical)**

- Restores virtualized server back to dissimilar physical hardware.
- This functionality can also be used to migrate an image of old servers to new servers
- Once the server image is loaded on the new server, we can manipulate the hardware abstraction layer

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## Comparison

Solution	Cost	RPO	RTO	OTO/ MTO	TTO
Tape	Low	Days	Days	MTO	Not practical
Image Capture (e.g. Acronis, Symantec LSR)	Low	6-24 hrs	1-8 hrs	MTO	Inflexible
	Low	5 mins	5 mins	MTO 5:1 20:1	Easy
	High	Minutes	Minutes	OTO	Difficult Risky
Clustering	High	Seconds	Seconds	OTO	Difficult Risky

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## Summary

- Affordable appliance that resides at your location.
- Many to one configuration. 1 – 10 servers per appliance (depending on load)
- Know that your system recovery plan works ... don't just think that it does.
- A fully functional development / test environment.
- Ability to replicate data for a turn-key solution, or treat as stand alone appliance.

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